CAPTAINS OF INDUSTRY SEEK TRADE IN SOUTH AMERICA

Thirty-seven Members of Illinois Manufacturers Association Start to Discover How to Get Business Now Controlled by English and German Firms

Believed There Are Golden Opportunities in Commercial Side of Southern Countries and Expect to Develop a Tremendous Amount of Trade

BOUND for South American republics—chiefly Brazil, the Argentine, Chile and Peru—thirty-seven members of the Illinois Manufacturers Association, collectively representing billions of dollars of capital, sailed from New York yesterday on the steamship Vauban for the purpose of investigating the business opportunities awaiting North American manufacturers and others who have products to sell to residents of South America.

No ordinary salesmen these, but heads of concerns which employ thousands of persons and whose manufactures are sold throughout the United States, in England and in many other European countries. They are strongly convinced that in South America an immense outlet exists for American goods, and that if the field up to this time has been chiefly in control of English and German business men this is largely because of the fact that no proper and systematized effort has heretofore been made to bring the trade to the United States, where it logically should come.

In South America they believe golden trade opportunities exist for the business men of this country if they are but taken advantage of. The buttonholing tactics of commercial travellers will be no part of the quiet campaign on which these captains of industry have set out, but they will make a close at hand survey of the business field, which every man in the party is entirely confident holds the greatest promise for those who have initiative, sound judgment and the capital with which to back up projected operations. They sailed from these shores with no cock sure ideas of "discovering" South America, but with the full realization that in the southern part of this hemisphere there are to be found many business men who are quite as alert and well equipped mentally as those of the United States.

Edward N. Hurley of Chicago, vice-president of the association, in addition to his personal interests goes as a direct representative of Secretary of Commerce Redfield and his department for the additional purpose of looking into the question of the advisability of American banking houses establishing branches in South America, a project made possible through the provisions of the new currency law. On his return he will make a report to Secretary Redfield not only on this phase of business expansion but also on the commercial possibilities in South America generally.

These representatives of the Illinois Manufacturers Association, membership in which, by the way, is not confined to residents of that State, include, in addition to Mr. Hurley, who is head of one of the largest pneumatic tool manufacturing concerns in the United States, G. A. Stephens, president of the Moline Plough Company of Moline, Ill.; George D. Roper of Rockford, Ill., manufacturer of machines to which gas is applicable; Herman H. Hettler, a lumber dealer, whose company exports immense quantities of lumber to South America and elsewhere; Osborne C. Wells, a retired capitalist of Chicago who was formerly associated with the late John W. Gates in many of his business enterprises; Charles Page Bryan of Elmhurst, Ill., formerly United States Minister to Brazil and afterward Minister to Portugal; F. W. Matthiessen of La Salle, Ill., president of the Matthiessen & Hegeler Zinc Company and also of the Western Clock Company; J. P. Seeburg of Chicago, president of the J. P. Seeburg Piano Company; Robert Farles of Decatur, Ill., president of the Farles Manufacturing Company; Charles F. Gunther of Chicago, one of the largest manufacturers of candy in the West; Arthur Nollau, Chicago, of the Nollau & Wolff Manufacturing Company; E. A. Turner of the Expanded Metal Company of Chicago; William Morava of Chicago, president of the Morava Construction Company; Samuel Alschuler, a well known lawyer of Chicago; H. Clay Dempsey of Decatur, vice-president of the Union Iron Works; R. N. Strohm of Chicago, one of the largest stockholders in the Western United Gas and Electric Company; Leslie R. Harsha of Chicago, president of the L. R. Harsha Manufacturing Company, and George P. Blow of Chicago, also a large manufacturer.

Many of the members of the party are accompanied by ladies of their families. Arriving at Bridgetown, Barbados, February 13 and touching at Bahia and Pernambuco, Brazil, the travellers are due at Rio de Janeiro February 24 and at Buenos Ayres, Argentine, March 2. Five or six days will be passed there and at Montevideo. Then some members of the party will go via the Trans-Andean railroad to Valparaiso, Santiago, Lima, and continuing up the coast to Panama and across the isthmus to Colon and to New York. The main party is to return directly up the east coast by the same route as that by which they went south, reaching New York about the end of April.

Mr. Hurley, in addition to representing the Department of Commerce during this trip and to being the chief officer of the Illinois Manufacturers Association, with the party is also chairman of the travel committee of the association, as the delegation is known. On the return of the committee to Chicago a comprehensive report of trade conditions and opportunities in South America will be made by Mr. Hurley to the association.

Mr. Hurley less than twenty-five years ago was a locomotive engineer on one of the railroads centring in Chicago. His quick mind was at work in other directions even while he was carefully handling the levers in the cab of his engine. One day he hit upon an automatic mechanical device which added greatly to the usefulness of locomotives.

He told one of his superior officers in brief about his invention and this official offered to submit the invention to high officers of the road. Hurley, realizing that this official was privately anxious to advance his own interests with his superiors by creating the impression that part of the credit for the invention was due to him, announced that he would present its claims in person, which he did. The result was that his invention was accepted and is now in use throughout the country. Soon after he left the locomotive cab and went into business for himself as a manufacturer of his own invention and of pneumatic tools.

He is a close friend of Woodrow Wilson, having known him before he became Governor of New Jersey. During Gov. Wilson's Presidential campaign Mr. Hurley was a member of that part of the national Democratic finance committee whose activities were confined to the West. As he put it a day or two ago, "I raised a few dollars for Mr. Wilson." The amount is said to have been in the hundreds of thousands. He is a personal friend of Secretary Redfield.

Herman H. Hettler.

Edward N. Hurley.

Col. Gaorge D. Roper.

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G. A. Stephens.

Speaking yesterday of the present trip of the association's delegates Mr. Hurley said:

"It is a mistake for American business men to think that England and Germany have the South American trade so closely in their grasp that there is no opportunity for the business men of the United States to obtain a large share of it. The people are there and the money is there also. The field is a tremendous one. It is true that American manufacturers and others have for a long time been in the South American field, but the conditions there have never been properly studied nor plans put into operation that would make it possible to increase the commerce between this country and those to the south of us.

"We have been sending men down there who knew nothing of the people nor of the conditions which must be met if much of the commerce which now goes to England and to Germany was to be diverted to the United States. We in this country have gone at things the wrong way. Without studying conditions and so knowing what was needed in order to get our share of the South American trade we have been trying it, I might say, almost blindfolded.

"We have been doing business in South America on a 30, 40 and even on a 70 per cent. basis in some cases, while Englishmen and Germans, the latter more particularly, have been doing it on a 15 per cent. basis. We have been transacting commercial affairs on the stubs of our bankbooks; now we are beginning to keep books, so to speak, as the Germans and the English have been doing for years and years, the methods of those business men being the result of long experience and a close study of conditions in South America, while we have gone at it slapdash and then complained because we have not obtained results. The fault, therefore, has been our own, and not at all because the opportunities did not exist.

"Now what the members of this delegation intend doing during our stay in these southern republics is to study those and other conditions and later to meet them. We are all satisfied that the trade is there and that it can be had if it is gone after in the right way, but it certainly will not come to the United States unless an intelligent and systematic effort is made to bring it here. Where we find that certain business opportunities do not exist we shall try to create them.

"We are going down there to meet their business men, not with the expectation nor even the intention of trying to teach them everything, for no doubt there is much that they can tell us and show us that we do not know but which we shall be very glad to learn. It is to be a case of 'give and take,' for while we expect to sell them goods later we shall also count on buying much from them. They want our machinery, for instance, but we also want the coffee, hides and other important products of their various republics.

"Now I should like to ask something, and I do so in no supercritical spirit: Why is it that New York business men have not taken the initiative in this matter of going after South American trade in the way that the Illinois Manufacturers Association is now doing? Here you have one of the very greatest shipping ports in the world, but no systematic effort has heretofore been made to bring South American trade here in the volume which I believe is fully possible.

"Why, you should have one hundred vessels coming to this port from South American points where now you have but one. What New York business house, for instance, circularizes South America for business the way it should be done? The name of New York alone on its circulars should bring business.

"And yet—and I say it with no wish to seem boastful—New York has permitted us from Illinois, wild Westerners from the 'neck of the woods' as some term us, to start this movement. Boston sent some business men south last year with very much the same object in view, it is true; but where are the results?

"The fact is, there is nothing in all this talk about ship subsidies and the trade following the flag. Trade follows the freight rate, not the flag. This whole battle for business is a commercial, not a social one. President Wilson is fighting that very battle for this country and, for the matter of that, that is precisely what President Huerta is doing in Mexico in his own peculiar way, although President Wilson is doing it in a more sane and rational manner.

"This trip of ours, while it will in a sense be one of enjoyment and pleasure, will be chiefly one of business. We shall be at work, in a way, both going while we are South and during our way home. Secretary Redfield gave me a large quantity of statistics to work over while on board ship. I intend to classify these and among other things prepare pamphlets, later to be translated in the language of the countries—Spanish and Portuguese—treating of various phases of trade and of the requirements of these countries in various lines of trade that they may be obtained by exporters and others from the Department of Commerce at a trifling cost.

"I am also to make a separate report to Secretary Redfield on the opportunities for banking by American concerns in South American countries, such as is made possible by the new currency law, while I shall likewise report on the subject of credits. An annual tax of $5,000,000 is now paid by American exporters to British and German banks in South America with which they are compelled to deal. I intend ascertaining if this business cannot be diverted to American banking institutions. It belongs to us by right and we are going to have it if possible.

"The fact of the whole matter is just this: American business men have been to a large extent asleep heretofore as to the opportunities to develop a tremendously greater amount of trade with South America. Now we from Illinois 'and points West' are about to see if an awakening is not possible that will benefit not only the business men of Illinois but of the entire country.

"We think it can be done and we have confidence enough in our own abilities to believe we shall be instrumental in bringing this about. Nothing succeeds like success, and to us starting on this long commercial voyage, we can see nothing but success ahead of us."

Clemenceau, French "Cabinet Breaker," Tells of Power of Democracy in the United States

Special Correspondence to THE SUN.

PARIS, Jan. 29.—In the first issue of a new magazine, entitled the *Revue Sud-Americaine*, destined to improve relations between France and South America, M. Georges Clemenceau writes on "La Democratie en Amerique." The man who for years has held an enviable position as the strongest man in French politics expresses profound regard for the United States and her institutions, his impressions dating from the time when as a young man, without fame or fortune, he went to America just after the civil war and spent some time in the Eastern cities, especially New York and New England cities, studying conditions as they then obtained.

M. Clemenceau first shows how when the tribes of Asia migrated to Europe and settled there it was the virgin territory, the new continent. The two Americas had not yet been heard of and Africa was an unknown quantity. "Now," he continues, "the world has taken on another appearance. Europe has taken on age and the qualification of novelty has passed to the two Americas, which during the last century have developed their structure of civilization, while Africa, the nearest continent to Europe, yet the last to be developed, will soon perhaps discard its appellation of new world as merely traditional.

"At the present time, in any case, America's development has not yet reached such a stage that one may turn his attention away from the new world. We are now masters of our globe and the phenomenon of distance is becoming almost negligible. Even in the heart of Africa there is no longer real savagery. The companions of Stanley were perhaps the last man eaters.

Racial Types Dying Out.

"So rapidly do we fly along the rails, the crests of the waves and on the wings of the wind that we no longer leave one city or town for another except to find identical dwellings, identical aspirations and often identical thoughts among the identical products of universal industry. The accentuation of types is becoming effaced by increased cross breeding. The human being seems to be fast approaching that desolate similitude which foreshadows the day when the last inhabitant of a village, in order to know what all the peoples of the earth look like, will need only to open his window or perhaps just to look in the mirror. Happily Heaven has permitted that I have lived prior to the arrival of that day.

"Of the two Americas, which are very dissimilar, the North attracted me strongly in my youth when, provided only with a physician's certificate of practice, the value of which I did not exaggerate, I went to New York. Tired of the Old World without having yet become acquainted with it, I wanted to see the new man: that marvellous automaton whose every movement, according to De Tocqueville, was the result of established principle. This was enough to astonish the audacity of a son of the French Revolution. South America, I must say, never once presented itself to me as an attraction.

"From Canada to Louisiana, following the Mississippi, I had seen French enterprise submerged by the torrent of British energy, the Spanish colonies, California and Texas giving way to Anglo-Saxon attraction for one reason or another. To him who sought democracy in America, there was only De Tocqueville to show the way. In the North, peace long developed and universal prosperity attest the success of this doctrine, and there is nothing so precious for a Frenchman as a theory which can be realized. The ideas of the Declaration of Independence were, through Jefferson, the very marrow of our system of laws born in the Revolution."

Mr. Clemenceau adds that he sees today that he was a victim of an idealist to understand the philosophy of the magnificent example of imperialism that I had before my eyes." He then sketches the history of democracy, how it was the outgrowth of the spread of the Christian religion and how after long struggles and many setbacks it came to see the light.

"It must not be forgotten," he continues, "that, hardly disembarked from the Mayflower at Plymouth Rock, the Pilgrim Fathers, who had left their native land in search of a country of liberty, hastened to draw up from the Bible a Draconian code which for the slightest offences exacted the pain of death. The history of the blue laws of Massachusetts is well known. The navigator, the warrior, the man of God, emigrating to America, took with them their history and customs, their good and bad passions of the past. Each came from a different past, the result either of the authority of Rome or of the remote ideas of the creed of Luther, only to struggle for and to reach a common order of humanity which was an improvement on the old.

"It is curious that in North as in South America the need of a strong authority at the centre of the political structure and of very great liberty of action in the provinces formed by colonization should produce a constitutional organization which is not borrowed from any of the States of Europe and which will remain for a long time characteristic of the American continent."

The reason for the oft recurring revolutions in South America, M. Clemenceau thinks, is not so much the Latin temperament as the absence of European people in those countries, those vast territories which lack the elements of organized provincial power. The lack of education in liberal ideas manifests itself, he says, in the frequent uprisings which from time to time find place in the newspapers of Europe.

"Let us not forget," he adds, however, that the United States in settling at one blow a rather grave difference between the States and the central authority, took a toll of lives in the civil war, the total of which is perhaps not very much less than the sum total of the South American revolts."

M. Clemenceau concludes in the following terms:

"North America shows us, not without vivacity sometimes, that she relies on nothing else but her own means. South America, more modest in appearance, appears to me to reveal in her soul ambitions which are not less justified. Her task is more diversified by individualistic movements, but the Pan-American Congress of Buenos Ayres showed me that she had full conscience of her formidable future power. North America has almost finished her conquest of territory and the next need will be to perfect what was first only traced out. South America, on the other hand, more of an idealist, has yet to taste all the joys of hope. In this regard she is probably more precious to us ancient Europeans, who are tired of the tumult of wars, the preparation for which even threatens our peace. In our hours of unrest we have particular need of hope."

Enemy of Napoleon III.

After having considered the foregoing it is interesting to glance at the career of this man who for a European has extraordinary knowledge of America and American institutions. M. Clemenceau, like his fathers before him, studied medicine and gained a doctor's certificate, but being keenly interested in politics he soon got into trouble because he did not agree with the principles of government of Napoleon III.

He became a marked man when he endeavored to organize in Paris the commemoration of the uprising of February, 1848, and he soon found it expedient to leave the country. He decided to complete his education by travel and America had many attractions for him.

Upon going to America he settled for a time in New York, where he made a special study of American institutions and government. He lived for some time in a house on Twelfth street, where Napoleon III. had stopped thirty years before. He visited all the Eastern cities and went as far south as Norfolk. The family wash box was none too large and M. Clemenceau, who started to practise medicine in New York, found it a hard way of making a living although it was much easier in those days than now. He then sought a position teaching French and finally was admitted at Miss Catherine Aiken's school in Stamford, Conn. There he met Miss Mary E. Plummer, daughter of a physician of Springfield, Mass. For two and a half years young Clemenceau taught at the school and for two and a half years he loved secretly Miss Plummer. He said nothing to her about it because he was only a poor French teacher and she an unsophisticated young girl attending a finishing school. But Miss Plummer ended her course and went to New York. There he declared his love and was accepted.

M. Clemenceau felt the call of his native land and just as soon as he was married returned to France, where he threw himself into the political arena. He knew that the time for action was ripe. He saw that the empire of Napoleon III. was tottering. He met Gambetta, whom he had known in the old student days in the Quartier Latin.

During the Commune M. Clemenceau played a prominent part and later he became the representative of Montmartre in the Chamber. This position he has held ever since.

It was into this hurly-burly of political life that the young American wife of M. Clemenceau made her appearance, understanding nothing of it and with little taste for the career her husband had chosen. But perhaps because of her great personal charm, perhaps because of the glamour that her husband's character threw around her, she soon became the queen of Paris salons. No one could have said that the man who gained the reputation of the "breaker of Cabinets" was not attached to his home, for no man was more loving and lovable than Georges Clemenceau after he once passed the portals of his home. Outside he was cold and sinister; inside a model husband.

Time went on and three children were born to the union. Mme. Clemenceau became the favorite of her mother-in-law and the children received the good solid training that their grandmother could give them. For some reason which perhaps he can himself explain, M. Clemenceau, the model husband, the loving father, gradually changed his attitude toward his home. He drifted slowly further and further away from it. The name of an actress was brought in and M. Clemenceau's American romance became a tragedy. His wife gave her testimony before the court and sailed for America, never to return. The divorce was granted without delay. This was in March, 1892.

At 82 He Teaches French Students the Mysteries of the Tango

Prof. Emile Fischer.

PROFESSIONAL honor burns no brighter in the breast of any man than in that of Emile Fischer, for forty-seven years dancing master at the Ecole Polytechnique, one of the most important military schools of Paris. Although he has seen eighty-two summers the languorous tone of his violin has not changed since the first day he played for the students. There are some who say it has improved with age.

Students of this school kept up by the Government come from the best families in France, and it is necessary that they should have adequate instruction in the dance before entering on their career in the world. Fischer's father was dancing master before him and he had no predecessor, so that Prof. Emile holds the position by right of inheritance.

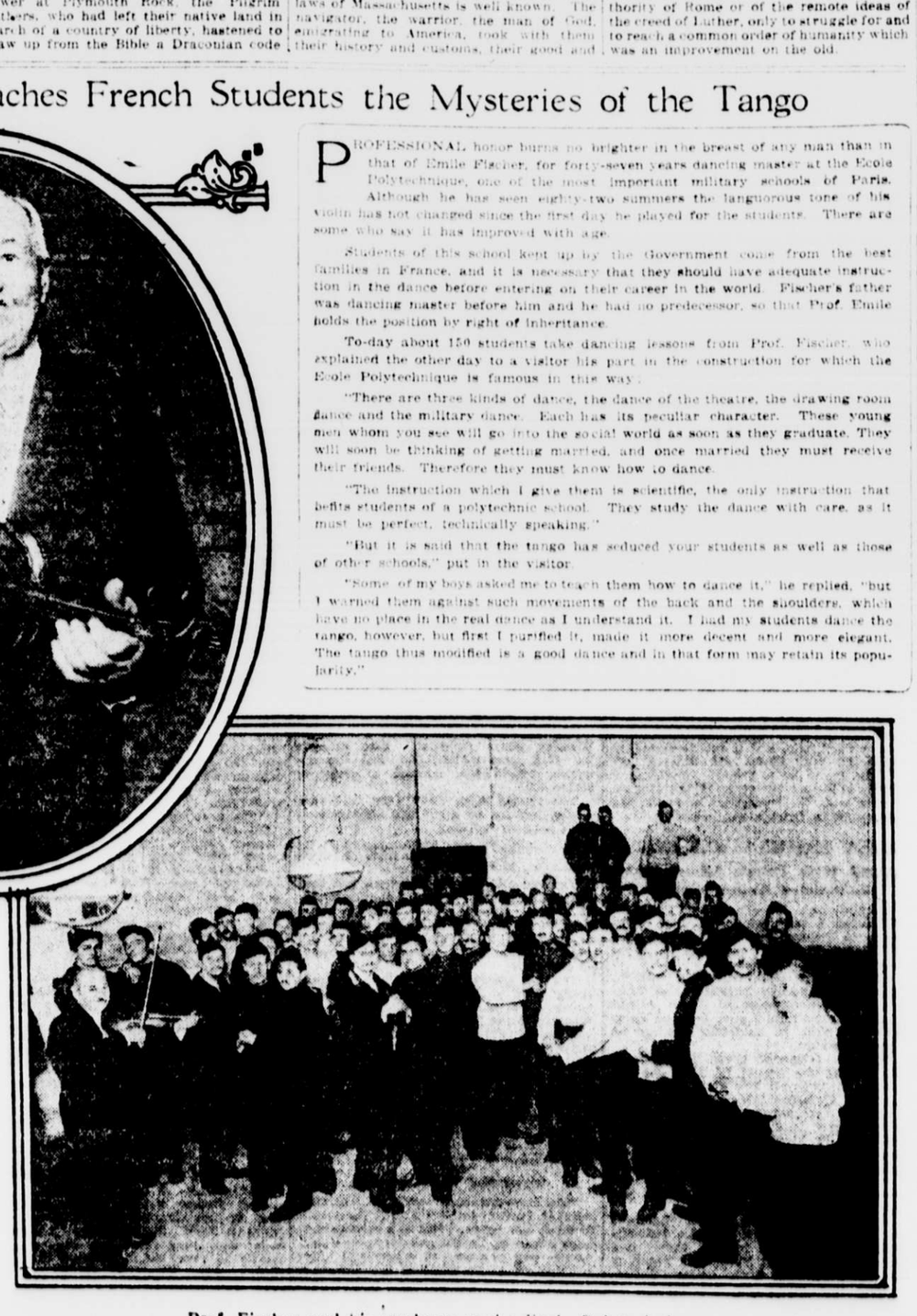
To-day about 150 students take dancing lessons from Prof. Fischer, who explained the other day to a visitor his part in the construction for which the Ecole Polytechnique is famous in this way:

"There are three kinds of dance, the dance of the theatre, the drawing room dance and the military dance. Each has its peculiar character. These young men whom you see will go into the social world as soon as they graduate. They will soon be thinking of getting married, and once married they must receive their friends. Therefore they must know how to dance.

"The instruction which I give them is scientific, the only instruction that befits students of a polytechnic school. They study the dance with care, as it must be perfect, technically speaking."

"But it is said that the tango has seduced your students as well as those of other schools," put in the visitor.

"Some of my boys asked me to teach them how to dance it," he replied, "but I warned them against such movements of the back and the shoulders, which have no place in the real dance as I understand it. I had my students dance the tango, however, but first I purified it, made it more decent and more elegant. The tango thus modified is a good dance and in that form may retain its popularity."



Prof. Fischer and his students at the Ecole Polytechnique.

SEE YOU HOME FOR 16 CENTS.

36 Cents Will Pay for the Trip in a Wheelbarrow in Brussels.

BRUSSELS, Jan. 30.—Commercial enterprise goes far and displays boundless ingenuity in these days of competition. But it is doubtful whether it has ever found a more unexpected outlet for its energies than that of the "See You Home Company" which has been started in Belgium.

Agents of the company visit the hotels and restaurants at an advanced hour of the evening and convoy safely to their domiciles those in whom the desire to go home is greater than the ability to accomplish the journey. The charges vary. "Summary conveyance" costs but 16 cents, conveyance in a wheelbarrow covered with a sack 36 cents, but conveyance in a cart drawn by dogs, 50 cents.

NEW ACT SAVES ANCIENT HOUSE.

Preservation Order Issued for London Landmark.

LONDON, Jan. 30.—The action of the Commissioners of Works in making a preservation order by which Sir James Thornhill's house at 75 Dean street, Soho, has been for the present saved from destruction is the first case of intervention under the ancient monuments consolidation and amendment act, which was passed in 1913. This act provides in this case for a delay of a period of eighteen months during which nothing can be done by the owner to impair its existence, while it is open to Parliament to take further steps before that interval expires.

This first instance of the working of the act serves as a reminder of the big differences it is going to make. It is going to free the public in many instances from the necessity of voluntary or compulsory contributions to save some old and interesting house. Unless its public ownership is desirable as a museum or for some other purpose, the owner will no longer be able to hold a pistol at the head of the community by saying he proposes to pull down, but I will hold my hand if you will buy the property at a price fixed by himself. This act largely gives power to keep the grasping owner up to the standard of the best and most appreciative owner and releases an immense amount of labor and money for the salvation of other art treasures, the buildings which can now be safeguarded.

This applies particularly in the case of the National Trust. In the absence of any public provision for the preservation of ancient buildings this body was founded. It has bought by public subscription a number of interesting houses. In this connection it is so well known that it is often the first refuge of estate agents or owners who want to dispose of an old house that is expensive to maintain or in a dilapidated condition. Without stating that the trust is imposed upon it is obvious that as a public institution it has to pay the full price.